Analysis of Student Economic Conditions in Choosing Career Plans from the Perspective of the Guidance Counseling Industry, Central Kalimantan, Indonesia

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Article Information	ABSTRACT
	Background: Socioeconomic conditions are contextual factors that shape the selection of career plans, especially for prospective workers in developing regions such as Central Kalimantan. *Aim:* This study aims to describe the economic conditions of the respondents and to analyze their implications for career choice in the context of Industrial Guidance and Counseling. *Method:* The research uses a quantitative, descriptive design. Data was collected through questionnaires and analyzed descriptively using frequency and percentage distributions. *Results and Discussions:* The results of the study showed that the economic condition of the respondents was dominated by the medium economic category, followed by the medium, low, and high economic categories. These findings indicate that the majority of respondents are in a transition phase towards economic independence, which affects the direction and realism of their career plans. The discussion of the results confirmed that economic conditions do not stand alone, but interact with psychosocial factors and the industrial environment. *Conclusion:* The study emphasizes the importance of industrial guidance and counseling in helping individuals develop adaptive, sustainable career plans. Therefore, it is recommended to develop industrial Guidance and counseling services based on socioeconomic conditions to support the selection of a fair career plan. **Keywords:** Scholarships, Career Development, Students, Higher Education, Work Readiness.

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INTRODUCTION

Socioeconomic conditions are a social reality inseparable from the process of selecting career plans, especially for prospective workers in developing regions. In Central Kalimantan, the majority of students and prospective workers are in moderate economic conditions, reflecting the transition phase towards economic independence. The findings of the study suggest that these conditions affect how individuals view job opportunities and plan for their careers. Career choices are often geared toward realistic considerations and economic security rather than long-term development. Savickas (2015) stated that economic background plays an important role in the career adaptation process. Therefore, this social fact underscores the strategic role of Industry Guidance and Counseling (BK) in helping individuals develop adaptive career plans. This phenomenon provides an important basis for the study of career development in the local context.

Various previous studies have examined the relationship between economic conditions and career development. Sirait and Suryadi (2019) found that individuals with moderate economic conditions are generally at the exploration and early career adjustment stages. Research by Astuti et al. (2021) shows that career guidance services can strengthen the quality of career decision-making across diverse economic backgrounds. Lent and Brown (2020) emphasized that career selection results from an interaction among economic, psychological, and environmental factors. Meanwhile, Chen et al. (2022) emphasized the importance of the industrial context in determining the effectiveness of career development. However, studies that specifically examine economic conditions within the framework of industrial guidance and counseling (BK) in Central Kalimantan remain limited. Thus, this research has a strategic role in enriching the literature on industrial guidance and counseling (BK) within a regional context.

This study was compiled based on empirical results showing the dominance of medium and medium-low economic conditions in respondents' career plan selection. The findings raise several relevant research questions for further study. First, what is the description of the economic condition of guidance and counseling (BK) Industrial respondents in Central Kalimantan in the selection of career plans? Second, what are

the implications of different economic conditions on the direction and flexibility of the chosen career plan? Third, what is the role of industrial guidance and counseling (BK) in helping individuals from diverse economic backgrounds develop realistic, sustainable career plans? In addition, this study also questions the extent to which industrial Guidance and counseling (BK) services can be designed adaptively and inclusively. These questions serve as the foundation for the formulation of the objectives and the analysis of this research.

In general, this study aims to provide an empirical overview of respondents' economic conditions and their implications for career planning in the context of industrial guidance and counseling (BK). The results of the research are expected to make a theoretical contribution to the development of industrial guidance and counseling (BK) studies that consider socioeconomic aspects. From a practical perspective, the findings of this research can serve as a reference for Guidance and counseling (BK) practitioners in designing contextual career planning services. Super and Savickas (2016) affirm that effective career services must consider clients' socioeconomic backgrounds. Additionally, Brown and Lent (2023) emphasize the importance of a meaning- and context-based career approach. Thus, this research is expected to contribute to strengthening the practices and policies of industrial guidance and counseling (BK) in Central Kalimantan in a sustainable manner.

Moderate Economic Conditions and Career Plan Selection

Moderate economic conditions are often seen as a transitional phase toward economic independence in the career-planning process. Savickas (2015) explained that in this phase, individuals tend to develop career choices that are realistic and adaptive to environmental opportunities. Research by Sirait and Suryadi (2019) shows that students with a moderate economic background are generally at the early career exploration stage. Astuti et al. (2021) noted that structured career guidance services can offset the limited resources available to this group. In the context of industrial guidance and counseling (BK), economic conditions are becoming an important basis for strengthening career decision-making. Therefore, the middle class is not only seen as a material condition but also as a context for career development.

Recent research by Rahman et al. (2023) shows that individuals with moderate economic means in developing regions face structural challenges in accessing industries and work networks. These findings indicate that relative economic stability does not guarantee the maturity of career plans. In contrast to the view of Nugroho and Hidayat (2018), who considered a moderate economy an almost ideal condition, this study emphasizes the importance of the regional context. Lent and Brown (2020) emphasized that interactions among economic, psychological, and environmental factors influence career choice. From the perspective of industrial guidance and counseling (BK), this condition demands a contextual and

responsive approach to services. Thus, the literature review strengthens the position of the medium economy as a critical phase in career planning.

Middle Economic Conditions and Career Planning Flexibility

Intermediate economic conditions are generally associated with wider access to education, training, and career information. Sari et al. (2022) found that individuals with middle-income backgrounds tend to have higher flexibility in choosing a career plan. Chen et al. (2022) also assert that access to resources contributes to clarity of career orientation. In the context of industrial guidance and counseling (BK), this condition enables the development of advanced career services that support the maturation of career choices. Wahyuni (2017) stated that the stability of the middle economy increases confidence in career decision-making. Therefore, the middle economy is seen as an important capital in career development.

Nevertheless, some studies show that the middle economy does not always guarantee the maturity of a career plan. Fitriani et al. (2021) found that middle-income individuals can still experience career confusion without adequate support. Super and Savickas (2016) emphasize that career maturity is more closely associated with the processes of exploration and self-reflection. Research by Brown and Lent (2023) also shows the importance of integrating work values in career planning. In the context of industrial guidance and counseling (BK), this emphasizes the need for a holistic approach that does not only focus on economic aspects. Thus, the medium economy still requires sustainable industrial Guidance and counseling (BK) intervention. This study broadens the understanding of the role of industrial guidance and counseling (BK) in the middle economic group.

Low and High Economic Conditions from the Perspective of Industrial Guidance and Counseling (BK) Inclusivity

Low economic conditions are often associated with limited access to education and job training. Pratama and Kurniawan (2019) stated that low-income groups face a higher risk of limited career planning options. Lestari et al. (2020) found that economic pressures encourage individuals to choose careers that are oriented towards meeting short-term needs. In the context of industrial guidance and counseling (BK), this condition demands affirmative services and intensive assistance. Fitriani et al. (2021) emphasized that career guidance plays an important role in reducing the impact of socioeconomic inequality. Therefore, industrial Guidance and counseling (BK) is a strategic instrument in creating career justice.

On the other hand, high economic conditions are often assumed to provide complete freedom in choosing career plans. However, Savickas (2018) emphasized that career maturity is not solely determined by financial strength. Research by Lent et al. (2024) shows that highly economically successful individuals can still experience a crisis of meaning and confusion of career direction. Brown and Lent (2023)

emphasize the importance of value-based career guidance and life goals. In the context of industrial guidance and counseling (BK), high economic groups still need professional assistance. This shows that industrial guidance and counseling (BK) services are universal and inclusive. Thus, this study confirms that all economic categories require the strategic role of industrial guidance and counseling (BK) in career planning.

METHOD

This research is based on the need to obtain an empirical picture of respondents' economic conditions in the context of Industrial Guidance and Counseling (BK) in Central Kalimantan. The method used is a quantitative approach with a descriptive research design. The descriptive design was chosen because the research aims to systematically and objectively map the economic characteristics of the respondents. Creswell (2018) states that descriptive research is appropriately used to describe social phenomena based on factual data. This approach allows researchers to present the distribution of economic categories clearly and quantitatively. Thus, the method and design of this study are relevant to the research's purpose, which focuses on mapping the economic conditions of industrial guidance and counseling (BK) respondents.

This research was conducted in Central Kalimantan, focusing on student research subjects related to industrial guidance and counseling (BK) services. The selection of the research location is based on the characteristics of the developing region in the industrial and employment sectors. This condition makes Central Kalimantan a relevant context to examine the role of industrial guidance and counseling (BK). According to Sugiyono (2019), the selection of research locations must consider the suitability between the phenomenon being studied and its social context. The research subjects were chosen because they were in transition from education to work. Thus, the location and subject of the study are considered representative to achieve the research objectives.

In addition, the selection of research subjects considers the diversity of respondents' socioeconomic backgrounds. This diversity is important to obtain a comprehensive picture of economic conditions. According to Lent and Brown (2020), economic background is a contextual factor that affects an individual's career readiness. Therefore, this study involved respondents with varying economic conditions, ranging from low to high. This allows economic conditions to be analyzed more inclusively. Thus, the characteristics of the research subjects support the depth and validity of the research findings.

The research stage begins with the preparation of research instruments tailored to indicators of the respondent's economic condition. Questionnaires are used to collect data systematically and efficiently. After the instrument was

prepared, data collection was conducted by distributing questionnaires to respondents. This stage aligns with the opinion of Fraenkel et al. (2015), who stated that questionnaires are effective for descriptive research with a relatively large number of respondents. Furthermore, the collected data is checked for completeness before processing. The research stages are carried out in a structured manner to maintain the consistency of research procedures.

Data processing involves grouping respondents' answers into predetermined economic categories. The data were then calculated as frequencies and percentages to obtain an overview of the distribution of respondents' economic conditions. According to Field (2018), quantitative descriptive analysis aims to simplify data so that it is easy to understand and interpret. The results of data processing are presented as a distribution table of economic categories. This presentation makes it easier for readers to understand data patterns and tendencies. Thus, data processing is carried out systematically and transparently.

The data analysis in this study was conducted using an interpretive-descriptive approach. The data presented is then analyzed by associating the research findings with theories and previous research. This approach allows researchers to give meaning to the empirical data obtained. According to Miles et al. (2019), interpretive analysis is important for explaining social phenomena contextually. In this study, the analysis focuses on the implications of economic conditions for the role of industrial guidance and counseling (BK). The results of the analysis then served as the basis for preparing the discussion and conclusion of the research. Thus, the data analysis process supports the comprehensive achievement of research objectives.

RESULTS AND DISCUSSION
Results

The results of the study show that the medium economic category dominates the economic condition of BK Industrial respondents in Central Kalimantan. Of the total respondents, 99 were in this category, making it the group with the largest proportion. These findings indicate that the majority of respondents have a relatively stable level of meeting basic needs. This condition reflects an economic situation sufficient to support the sustainability of studies and self-development activities. In the context of industrial guidance and counseling (BK), economic conditions are showing a transition phase for students or prospective workers in preparing to enter the industrial world. Thus, the moderate economic category was the main characteristic of the respondents in this study.

The middle economy category ranks second, with 70 respondents. This proportion shows that some respondents have been at a more established economic level than the middle economic group. Respondents in this category generally have better access to job-readiness support

resources, such as skills training, certifications, and work experience. Medium economic conditions have the potential to strengthen individual career readiness in facing the demands of the industrial world. From an industry BK perspective, this group tends to be more ready to receive advanced career development services. The presence of a middle economic category indicates variation in respondents' financial backgrounds in Central Kalimantan.

Furthermore, the low economic category was recorded among 24 respondents. Although relatively small in number, this group is important for interpreting the research results. Respondents in low-income conditions may face limitations in accessing further education, job training, and competency development facilities. This condition can affect an individual's work readiness and adaptability in the industrial environment. In the context of industrial guidance and counseling (BK), low-income groups require special attention through affirmative and inclusive mentoring services. These findings confirm the importance of industrial guidance and counseling (BK) in bridging socioeconomic disparities.

The high economic category has the fewest respondents, with 7 people. This small proportion shows that a very well-established economic background is not the dominant characteristic of Industrial Guidance and Counseling (BK) respondents in Central Kalimantan. Respondents in this category generally have strong financial support in career

planning and development. These conditions allow individuals to be more flexible in determining career paths and in developing competencies. However, the limited number suggests that this group does not represent the condition of the majority of respondents. In industrial Guidance and counseling (BK) services, high-income groups still need assistance focused on career development.

Overall, the distribution of respondents' economic categories suggests a moderate, diverse socioeconomic structure. The dominance of the medium and lower economic categories indicates that most respondents are in middle- to lower-income conditions. This condition reflects the socioeconomic reality of prospective workers in Central Kalimantan who are still at the stage of strengthening job-readiness. These findings provide an empirical basis for the development of contextual and responsive industrial Guidance and counseling (BK) services to the individual's economic background. Industrial guidance and counseling (BK) in Central Kalimantan should be designed adaptively to accommodate the diverse economic conditions of respondents. Thus, the results of this research provide an important foundation for the formulation of fair and sustainable industrial guidance and counseling strategies.

Table 1. Student Economic Status Data

Score Categories	Frequency	Percentage
Height	7	3,5%
Medium	99	49,5%
Intermediate	70	35,0%
Low	24	12,0%
Quantity	200	100%

The table describes the distribution of respondents' economic condition score categories among 200 people. Based on the data presented, the medium category has the largest proportion, with 99 respondents, or 49.5% of the total. These findings show that almost half of the respondents are in relatively stable economic conditions, but have not fully achieved an optimal level of economic independence. The dominance of the medium category indicates that the majority of respondents are in a transition phase in meeting their economic needs, potentially affecting how they plan and choose a career.

The medium category ranks second, with 70 respondents (35.0%). This proportion shows that some respondents already have more established economic conditions than the middle economic group. Respondents in this category generally have better access to self-development support resources, such as continuing education and skills training, so they have relatively greater flexibility in choosing a career plan. The presence of a middle economic group also

reflects variation in socioeconomic backgrounds among respondents.

Furthermore, the low category was reported by 24 respondents, or 12.0% of the total sample. Although the number is smaller, this group is significant because it may face limitations in meeting economic needs and accessing career development opportunities. Low economic conditions can affect career planning, leading people to choose a career that focuses on short-term economic needs. Therefore, this group requires special attention, especially in the context of guidance and counseling services.

The high category is the group with the fewest respondents, namely 7 respondents, or 3.5%. This low percentage suggests that respondents with highly established economic conditions were not the dominant characteristic in the study. Nevertheless, this group remains relevant because it can develop a career plan based on long-term interests and self-development. Overall, the distribution of score categories indicates that respondents' economic structure is dominated

by the medium and intermediate categories, reflecting moderate and diverse socioeconomic conditions. These findings provide an important basis for understanding the economic context of respondents and their implications for career-plan selection.
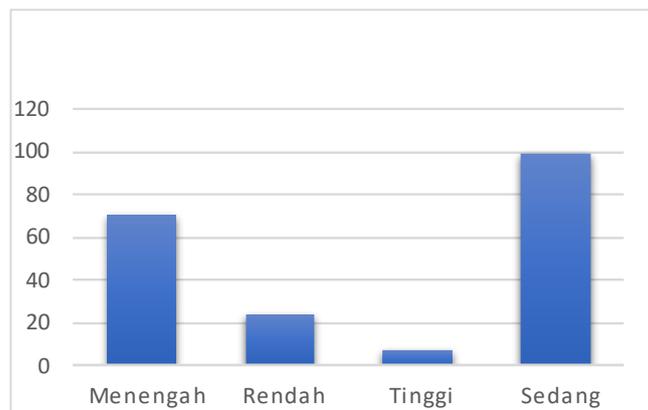

Figure 1. Economic Chart Results

Figure 1. The graph shows that respondents' economic condition is dominated by the medium category, with around 99 people, followed by the middle category with 70 people. These findings indicate that the majority of respondents are in relatively stable economic conditions, but are still in the transition phase towards economic independence. The low category was recorded at around 24 respondents, indicating the presence of groups with limited access to career development resources. Meanwhile, the high category is the smallest group with around 7 respondents, so it is not the dominant characteristic of respondents. Overall, this distribution reflects the moderate and diverse economic structure of respondents and provides important context for the selection of career plans and the development of industry guidance and counseling services.

Discussion

Dominance of Moderate Economic Conditions and Their Implications for Career Plan Selection

The results of the study show the dominance of the medium economy category among respondents in Industrial Guidance and Counseling (BK) in Central Kalimantan, indicating a transition phase towards economic independence in career planning. These findings support Savickas (2015) and Sirait & Suryadi (2019), who stated that the economic transition phase requires adaptability-based career mentoring.

Respondents tend to choose a career plan that is realistic and economically safe, but not yet fully oriented towards long-term development. Astuti et al. (2021) found a similar pattern in moderate economics students who needed to strengthen their career decision-making. In the context of industrial guidance and counseling (BK), these findings confirm the need for systematic, context-specific career planning services. Thus, the study's results strengthen the role of industrial guidance and counseling (BK) as a facilitator of career transitions.

However, this finding contradicts the view of Nugroho & Hidayat (2018), who argue that a moderate economy is an almost ideal condition for career choices. In Central Kalimantan, limited access to industry and employment networks limits alternative career plans, even though basic needs are relatively met. Rahman et al. (2023) emphasize the importance of regional context in the effectiveness of career development. This study adds the perspective that the economy is not automatically producing the maturity of career plans without the support of industrial guidance and counseling (BK) services. Therefore, locally context-based service differentiation is crucial. These findings enrich the literature by affirming the role of the regional environment.

Table II. Medium Economy and the Implications of Choosing a Career Plan

Afek	Research Findings	Literature (2015-2025)
Career Orientation	Realistic, safe	Savickas (2015); Astuti et al. (2021)
Service needs	Transition companion	Sirait & Suryadi (2019)
Contextual Factors	Limited Industry Access	Rahman et al. (2023)

Medium Economic Conditions and Flexibility in Choosing a Career Plan

Respondents in moderate economic conditions showed greater flexibility in career planning. These findings support Sari et al. (2022) and Chen et al. (2022), who stated that access to resources expands career alternatives. Respondents are better able to consider the suitability of interests,

competencies, and industry opportunities. In industrial guidance and counseling (BK), this group has the potential for advanced career development services and optional maturation. Lent & Brown (2020) emphasize the economic–psychological interaction in career readiness. Thus, the study's results strengthen the positive relationship between the middle economy and the breadth of career choices.

However, the study's results contradict the assumption that a middle economy guarantees career maturity. Fitriani et al. (2021) show that career confusion remains possible even with minimal guidance. Super & Savickas (2016) assert that a process of exploration and reflection determines career maturity. This study adds that industrial Guidance and counseling (BK) needs to emphasize work values, goals, and mental readiness in the middle economic group. A holistic approach improves the quality of career decisions. Thus, the medium economy needs to be accompanied by comprehensive BK intervention.

Table III. Medium Economy and Career Plan Selection Patterns

Aspects	Research Findings	Literature 2015-2025
Flexible options	Height	Sari et al 2022: Chen et al. 2022
Risk of confusion	There	Fitriani et.al 2021
BK Strategy	Holistic	Super & Savickas2016

Low Economic Challenges and High Economic Dynamics in Industrial Guidance and Counseling (BK)

Low-income groups face limited access, which affects their career choices, which tend to be short-term. These findings support Pratama & Kurniawan (2019) and Lestari et al. (2020) regarding the risk of career readiness in low-income contexts. In industrial guidance and counseling (BK), affirmative services and intensive mentoring are required to design a sustainable career plan. Fitriani et al. (2021) emphasized the role of career guidance in reducing inequality. This study adds contextual evidence from Central Kalimantan regarding the urgency of inclusive BK policies. Thus, industrial Guidance and counseling (BK) plays a strategic role in career justice.

In contrast, in high economies, financial support does not automatically guarantee the maturity of a career plan. These findings contradict economic deterministic assumptions and support the work of Lent et al. (2024) and Savickas (2018) on the importance of the meaning of work. Respondents still need assistance to align their values, interests, and industry needs. Brown & Lent (2023) affirm that meaning-based approaches improve the quality of career decisions. This study adds that industrial guidance and counseling (BK) services are universal across economic categories. Thus, an inclusive approach is the main principle.

Table III. Low and High Economics in Selection

Category	Key Challenges	BK Strategy	Literature 2015-2016
Low	Limited Access	Affirmative–intensive	Pratama & Kurniawan (2019); Fitriani et al. (2021)
Height	Career Meaning and Direction	Value Based	Savickas (2018); Lent et al. (2024)

Discussion Conceptual Chart (Academic Descriptive) Economic Conditions (Low–Medium–High) Access to Resources (Education, Training, Industry Network). Industrial Guidance and Counseling (BK) Interventions (Career Planning, Decision Making, Work Value Career Plan Selection (Realistic, Adaptive, Sustainable) Industrial Job Readiness in Central Kalimantan. Thus, career development can be directed toward equal opportunities, not just toward achieving results.

CONCLUSION

Based on the results and research discussions, it can be concluded that the economic condition of BK Industrial respondents in Central Kalimantan is dominated by the medium economic category, followed by the middle, low, and high economic categories. These findings show that the majority of respondents are in the transition phase to economic independence in choosing a career plan. Economic conditions serve as a contextual factor that affects the breadth of alternatives and the direction of career choice. The discussion confirmed that relative economic stability does not guarantee the maturity of career plans without the support of industrial guidance and counseling (BK) services. The role of industrial guidance and counseling (BK) has proven to be important in helping respondents develop realistic, adaptive, and sustainable career plans. Thus, integrating economic aspects into industrial Guidance and counseling (BK) services is a strategic need in Central Kalimantan.

This research has the advantage of presenting empirical data that is contextual and relevant to the characteristics of Central Kalimantan. The descriptive approach allows for a systematic and comprehensive mapping of respondents' economic conditions. In addition, this study relates empirical findings to the framework of industrial guidance and counseling (BK) to enhance its practical value. However, this study has limitations in its use of economic data that is categorical, without further development of income and expenditure indicators. Another limitation is that an inferential analysis of the relationship between economic conditions and the psychological variables of career selection has not been carried out. The research scope is limited to one region, which limits the generalizability of the findings.

As a follow-up, further research is recommended to use inferential or mixed-methods designs to test the relationships between variables in greater depth. The development of more detailed economic instruments is expected to provide a more comprehensive picture. Further research should also examine the relationships among economic conditions, job readiness, career maturity, and psychosocial factors. From a practical perspective, it is necessary to develop an industrial Guidance and counseling (BK) service model based on economic conditions to support the selection of a fair career plan. Replicating research in other industrial areas is important for strengthening the external validity of findings. Thus, the results of this research can serve as a foundation for the development of contextual and sustainable industrial guidance and counseling (BK) policies and practices.

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